RJ REYNOLDS

TOBACCO COMPANY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

October 17, 1996

RJR Account #442680
M. Gandulla
MOUNTAIN CANDY

DECEMBER DORAL B2G1F / PROMOTION #601794

Dear Mark:

DORAL B1G1F product, and Live product, has been ordered (see quantities listed below), as well as 120 skus of B2G1F sleeves (Item #515990) pack your December *Partners* display shipment to participating retail accounts. All additional pertinent promotional information is listed below:

DORAL STYLE	B1G1F UPC Code	#/ (6M) Cases B1G1F	LIVE UPC Code	#/ (12M) Cases LIVE
Full Flavor Kg	12300-22268	8	12300-16612	2
Light 100	12300-22264	8	12300-15212	2

PO #111896

Product / Premium Arrival:	November 18, 1996
Ship Date to Retail:	Week of: November 25, 1996
SKU CUBE :	1.0400
SKU WT (w/o Product):	4.0000 lbs
Retail Sales Offer per Sku:	20 units
Billing per Sku:	4 Savings Cartons
EFT $ Amount:	$2,793.42
Non-EFT $ Amount:	$N/A

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Source: https://www.industrydocuments.ucsf.edu/docs/txvn0000

B2G1F
MOUNTAIN CANDY

Promotion Description: Utilize self-contained shipper. Shipper has 20 buy-2-get-1 free sleeves. Buy-1-Get-1-Free product should be placed into the sleeve and an additional 'Live' pack inserted with it. B1G1F product will be pre-banded.

SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT AS INDICATED ON THE ATTACHED CUSTOMER LIST

SEE ENCLOSED 'WHOLESALER PACKING INSTRUCTIONS'

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you $28.00 per **live 12M** case for all displays packed and shipped to retail on a timely basis. This equates to **$224.00 (8 (12M) case(s) @ $28.00)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: R. Tanchyk

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

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WHOLESALER: 442680 MOUNTAIN CANDY & CIG

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F
BRAND STYLES: FF / FF 100 / LT / LT 100
SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
961011	177340	1622 03	PALACE CIGAR STORE	277 MAIN ST	ONEONTA	NY		A 12	104
	691489	1622 03	E-Z MART #4	RT 12	GREENE	NY		A 12	160
	566789	1622 04	MANLEY CONVENIENCE	98 BROAD AVE	BINGHAMTON	NY	3423-00-00	A 24	167
947259	575577	1622 04	GETTY MART	91 W MAIN ST	HANCOCK	NY		A 24	390
	577016	1622 04	E-Z MART	266 CHENANGO ST	BINGHAMTON	NY		A 24	103
	598601	1622 04	MANLEY CONVENIENT	4005 VESTAL PKY E	VESTAL	NY	3423-00-00	A 24	187
	655716	1622 04	MANLEY CONVENIENT	1343 FRONT ST	BINGHAMTON	NY	3423-00-00	A 24	186
	665231	1622 04	MANLEY'S CONV COURT	715 COURT ST	BINGHAMTON	NY	3423-00-00	A 12	151
	682048	1622 04	MIGHTY MART #5	733 HARRY L DR	JOHNSON CITY	NY	3423-00-00	A 12	80
	694719	1622 04	MANLEY'S #6	201 VESTAL PKY E	VESTAL	NY	3423-00-00	A 24	130
	696102	1622 04	MANLEY'S #7	1161 STATE ROUTE 17	WINDSOR	NY	3423-00-00	A 12	110
	704829	1622 04	MANLEY'S #8	429-431 MAIN STREET	ENDICOTT	NY	3423-00-00	A 12	118
	731971	1622 04	MIGHTY MART #9	700 CONKLIN ROAD	CONKLIN	NY	3423-00-00	A 24	110
952150	590577	1622 09	STEVE'S	KIRK ROAD	NARROWSBURG	NY		A 12	250
963165	176859	1623 06	HILLSDALE SUPER	ROUTE 23	HILLSDALE	NY		A 12	95
				BOX 307					
949461	178618	1623 06	HWANG CORP	RR 3 BOX 490A	RED HOOK	NY		A 12	185
952473	287614	1623 06	ROUNDOUT MARKET	85 MURRAY ST	KINGSTON	NY		A 12	111
963645	486928	1623 06	BROADWAY GROCERS	702 AB BROADWAY	KINGSTON	NY		A 24	500
957050	639661	1623 06	K'S DELI	621 WARREN ST.	HUDSON	NY		A 04	50
	703605	1623 06	A&G PETROLEUM	65 ALBANY AVE	KINGSTON	NY		A 00	
	767885	1623 06	JANES VARIETY II	149 2ND AVE	ALBANY	NY		A 12	130
	179216	1623 07	DOLSON MOBIL	DOLSON ROUTE 17	MIDDLETOWN	NY	2358-00-00	A 12	278
956946	191649	1623 07	WALLY MART SUNOCO	FAIRLAWN AVE & RT211	MIDDLETOWN	NY	2358-00-00	A 12	236
442680	209401	1623 07	WILSON FIELD MOBIL	DOLSON AVENUE	MIDDLETOWN	NY	2358-00-00	A 12	123
927038	250219	1623 07	JOE ROTAS	288 BROADWAY	MONTICELLO	NY		A 12	191
941617	386605	1623 07	CABRERA'S AUTO REPAI	ROUTE 42 NORTH	MONTICELLO	NY		A 12	190
928895	388703	1623 07	52 PICK-UP	6363 STATE ROUTE 52	LIBERTY	NY		A 12	150
	443887	1623 07	S&O MINI MART	361 BROADWAY	MONTICELLO	NY		A 24	571
945121	453547	1623 07	BUSY BEE	ROSE VALLEY RD	MONTICELLO	NY		A 12	185
	458081	1623 07	AMI PETRO, INC.	700 ROUTE 211 E	MIDDLETOWN	NY		A 24	450
946491	475191	1623 07	GETTY	ROUTE 52	ELLENVILLE	NY		A 12	75
960245	557522	1623 07	WALLACE OIL CO.,INC.	471 NORTH ST	MIDDLETOWN	NY	2358-00-00	A 12	124
922062	569076	1623 07	TIGERS DEN EXXON	ROUTE 52	LIBERTY	NY		A 12	130
954644	580163	1623 07	SUNRISE STORE DBA	SUNRISE STORE	SLATE HILL	NY		A 12	250
				ROUTE 6					
919464	586029	1623 07	RACEWAY EXXON	167 JEFFERSON ST	MONTICELLO	NY		A 12	198
962662	588723	1623 07	CROWN PETRO	209 E MAIN ST	MIDDLETOWN	NY		A 12	120
921114	594068	1623 07	CATSKILL DISCOUNT BV	190 MILL ST	LIBERTY	NY		C 24	1043
	654791	1623 07	MONTICELLO QUICK LUB	RT. 42	MONTICELLO	NY		A 04	75
962662	666738	1623 07	CROWN PETROLEUM	209 E MAIN ST	MIDDLETOWN	NY		A 00	65
965038	674467	1623 07	KOLI ENTERPRISES	425 MAIN ST	SOUTH FALLSBURG	NY		A 12	125
964809	674468	1623 07	U-P WOODBOURNE	RT. 42 & 52	WOODBOURNE	NY		A 12	120
964932	675064	1623 07	SHIVA PETROLEUM	3937 STATE ROUTE 17B	COCHECTON	NY		A 12	160
	680554	1623 07	MIDDLETOWN MINI SHOP	RTE 17M DOLSON AVE	MIDDLETOWN	NY		A 12	160
	688444	1623 07	PRIME GAS & REPAIR	106 S MAIN ST	ELLENVILLE	NY		A 12	300
967042	688672	1623 07	STAR MARKET LLC	RT 17N M&M RD	MIDDLETOWN	NY		A 12	150
	688860	1623 07	R&S INCORPORATED	P.O. BOX #2	BULLVILLE	NY		A 24	250
	691930	1623 07	FINE MART, INC.	RT. 42	KIAMESHA LAKE	NY		A 12	200
	698971	1623 07	ROXBURY CONV STORE	MAIN STREET	ROXBURY	NY		A 12	128

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WHOLESALER: 442680 MOUNTAIN CANDY & CIG

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F
BRAND STYLES: FF / FF 100 / LT / LT 100
SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
964510	703094	1623 07	A&T PETROLEUM	PO BOX 1103	PINE BUSH	NY		A 12	200
969568	721883	1623 07	THE ITALIAN DELI	123A RACEWAY RD	MONTICELLO	NY		A 04	75
	723846	1623 07	GILL MART	76 E MAIN ST	MIDDLETOWN	NY		A 12	206
913350	769439	1623 07	COCO'S MARKET	THE BUY WAY	WOODRIDGE	NY		A 01	70
	769971	1623 07	SHORT STOP STORE INC	480 E MAIN ST	MIDDLETOWN	NY		A 12	130
925586	895203	1623 07	FAIR OAKS S/S INC.	ROUTE 17M-BROWN ROAD	MIDDLETOWN	NY		A 12	145
	30691	1623 09	P X EXPRESS	ROUTE 209	KERHONKSON	NY	3614-00-00	A 12	158
	178829	1623 09	THRUWAY PHARMACY	TRUWAY SHP/CTR PLAZA OAK STREET	WALDEN	NY		C 24	671
944090	274614	1623 09	44-55 DELI	RT 44 & 55 BOX 560	HIGHLAND	NY		A 04	135
942318	303493	1623 09	MEADOW HILL MOBIL	1117 UNION AVE	NEWBURGH	NY		A 24	311
	331051	1623 09	PRESTIGE PETRO. CORP	DBA PRESTIGE PETRO. 618 RT. 9W NORTH	MIDDLE HOPE	NY		A 24	239
945246	420051	1623 09	GETTY GUJJAR PETRO	76 NORTH CHEST RT 32	NEW PALTZ	NY		A 24	131
046912	472372	1623 09	CHILIANA E ASSOC.INC	197 N PLANK RD	NEWBURGH	NY	0362-01-02	A 24	219
955559	596448	1623 09	SHABBIR PETROLEUM	185 MAIN ST	NEW PALTZ	NY		A 24	224
945261	619766	1623 09	Z&J GETTY HIGHLAND	443 ROUTE 9W	HIGHLAND	NY		A 24	120
	619999	1623 09	PIONEER PX MART	RD 1 BOX 1 ROUTE 209	ACCORD	NY	3614-00-00	A 00	106
	620264	1623 09	COASTAL MART	RT. 32	ROSENDALE	NY		A 12	320
	636230	1623 09	EMAN MOUTAZI LTD	1 HOMEWOOD AVE 1 HOMEWOOD AVE	NEWBURGH	NY	5474-00-00	A 12	95
960971	651694	1623 09	BP STONE RIDGE	3492 MAIN ST.	STONE RIDGE	NY		A 12	125
963082	661133	1623 09	MOBIL OIL CORP	660 ROUTE 9W	HIGHLAND	NY		A 12	217
	670733	1623 09	NORTHEAST DELI INC	534 ROUTE 9W	NEWBURGH	NY		A 12	80
950634	685849	1623 09	E&M CONVENIENCE	3103 RT 208	WALLKILL	NY	2358-00-00	A 12	61
	712286	1623 09	LYNCH AUTOMOTIVE	20 E MAIN ST	WALDEN	NY	2358-00-00	A 12	100
	769319	1623 09	PIONEER EXCHANGE	ROUTE 209	KERHONKSON	NY	3614-00-00	A 04	93
951756	963875	1623 09	BAXTER'S PHARMACY	24 NEW PALTZ PLZ	NEW PALTZ	NY		A 24	211
	50008	1636 01	WALLACE MOBIL	413 N MAIN ST	MONROE	NY	2358-00-00	A 12	150
	51215	1636 01	GUPTA GROCERY CO.	DBA DAIRY MART #6633 ROUTE 208 STONEGATE SHOP. CTR	MONROE	NY	0205-11-00	A 12	250
906099	178199	1636 01	OELKERS STORE	PO BOX 74 ROUTE 97	BARRYVILLE	NY		A 12	130
949669	538476	1636 01	R L J D, INC. DBA	9 MAPLE AVE	WARWICK	NY	2358-00-00	A 24	178
	578939	1636 01	PLAZA TOBACCO	WINDMERE AVENUE	GREENWOOD LAKE	NY		A 12	125
	659479	1636 01	DAILY STOP INC	168 JERSEY AVE	PORT JERVIS	NY		A 12	100
962035	660610	1636 01	JASON-DOBB'S	EAST MAIN ST DBA/BILL'S MOBIL	PORT JERVIS	NY		A 12	115
	693284	1636 01	PINE ISLAND FOOD CTR	RR 3 BOX 3	GOSHEN	NY		A 12	125
978338	715478	1636 01	CITGO QUICK MART	17 M RT 94	CHESTER	NY		A 12	120
	720307	1636 01	FOOD FACTORY	195 ROUTE 209	PORT JERVIS	NY		A 12	76
	720308	1636 01	ULTRA POWER FOOD STO	COUNTY RT 1 & PULASKI HWY	PINE ISLAND	NY		A 01	
963991	179819	1636 02	CARTON GROCERY, INC.	DBA DAIRY MART #6639 80 LAKE DR. & OLD HA	CONGERS	NY	0205-11-00	A 24	285
	567488	1636 02	RTW STATIONERY, INC.	DBA RICHIE'S STATRY. 18-20 LAFAYETTE AVE.	SUFFERN	NY		A 12	80
	667400	1636 02	WALLY MART MOBIL	RT 17	HARRIMAN	NY	2358-00-00	A 12	109
965327	682873	1636 04	RKJ ENTERPRISE	I - 84 & RTE 52	CARMEL	NY		A 24	218
946152	412520	1636 05	SHANNON MARIE CORP.	DBA FOODWAY CONV.ST. 1163 ROUTE 9	WAPPINGERS FLS	NY		A 24	175

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WHOLESALER: 442680 MOUNTAIN CANDY & CIG

INSTRUCTIONS: DECEMBER PROMOTION: DORAL B2G1F
BRAND STYLES: FF / FF 100 / LT / LT 100
SHIP ONE (1) DISPLAY TO EACH RETAIL ACCOUNT LISTED

Supplier	Account	Territory	Name	Address	City	State	Chain ID	CCF	Volume
	473929	1636 05	HARLEM VALLEY BEVERG	ROUTE 22	WINGDALE	NY		A 24	130
	578947	1636 05	SHOPTIME, INC. DBA	COASTAL GAS STATION RT. 301 & 9D	COLD SPRING	NY		A 24	234
546348	647754	1636 05	TOP STOP	386 MAIN ST	BEACON	NY		A 24	193
	696041	1636 05	Z&J PETROLEUM	I84 & RT. 90	BEACON	NY		A 24	130
	701607	1636 05	SHURFINE FOODS	RT.22 BOX 625	WINGDALE	NY		A 12	150
	717424	1636 05	G&S PETROLEUM L&P	RT. 55	POUGHQUAG	NY		A 12	125
	729876	1636 05	FOODWAY CONV	1163 ROUTE 9	WAPPINGERS FLS	NY		A 24	175
952176	444073	1636 06	MATTHEW'S AUTO CTR.	150 PARKER AVE	POUGHKEEPSIE	NY		A 04	110
947051	518669	1636 06	ANEEM ENTERPRISES	DBA PUFF & STUFF 790 S. RD/GALL MALL	POUGHKEEPSIE	NY		A 12	110
	619804	1636 06	VALUE RITE THRIFT	RT 9G HAVILAND	HYDE PARK	NY		A 12	190
	659687	1636 06	PETE'S MOBIL CAR WAS	405 SOUTH RD	POUGHKEEPSIE	NY		A 12	155
953281	659740	1636 06	JULIANS DELI	RT 9G BOX 956	HYDE PARK	NY		A 12	100
	695822	1636 06	MILAN COUNTRY STORE	RR 2 BOX 270	RED HOOK	NY		A 04	50
	696005	1636 06	S&R OF DUTCHESS, INC	256 NORTH RD	POUGHKEEPSIE	NY		A 12	140
	697246	1636 06	J&L PETOLEUM, INC.	RT. 44 TACONIC	SALT POINT	NY		A 12	129
	699045	1636 06	RAINBOW PETROLEUM IN	106 ROUTE 9 N	RHINEBECK	NY		A 12	200
	715467	1636 06	CITGO MILLERTON	RR 44 EAST	MILLERTON	NY		A 01	50
	723015	1636 06	LAL PETROLEUM	RT 44 & TIMOTHY HTS	PLEASANT VALLEY	NY		A 12	135
946194	766944	1636 06	BUDDY'S SERVICE CTR.	233 FREEDOM PLAINS R	POUGHKEEPSIE	NY		A 24	185
	769606	1636 06	EAST PARK MOBIL	768 VIOLET AVE	HYDE PARK	NY		A 24	180

Total Accounts 109

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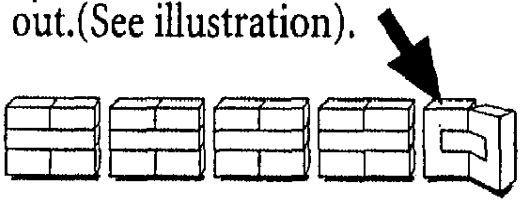
WHOLESALER PACKING INSTUCTIONS

VALUE-ADDED PROMOTIONS – 4TH QTR. '96

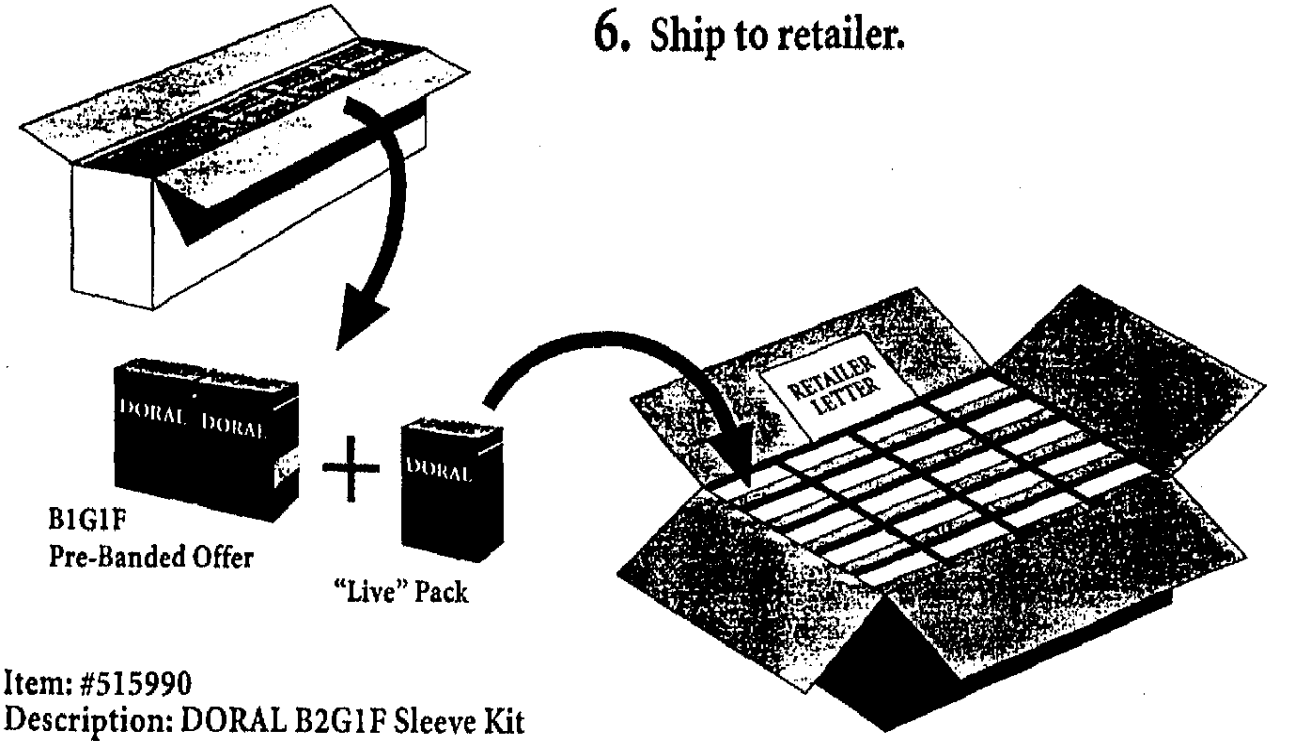
December DORAL National B2G1F (Buy 2 Packs Get 1 Pack Free)

Each white carton contains Five Prebanded 2-Pack B1G1F DORAL offers. Four offers are banded side-by-side. The fifth offer folds out.(See illustration).



STEPS

1. Open DORAL B2G1F shipping case.
2. Place 1 B1G1F offer into each DORAL sleeve. (Each case contains 20 offers).
3. Add 1 "live" DORAL pack of same brand style to each offer.
4. Retailer Letter REMAINS in case.
5. Close the case.
6. Ship to retailer.



B1G1F
Pre-Banded Offer

"Live" Pack

Item: #515990
Description: DORAL B2G1F Sleeve Kit

Brand Style						
Number of Cartons						

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GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT 12/09/96

ACCOUNT NUMBER: 442680
VOUCHER NUMBER: 15335231
DATE WRITTEN: 12/09/96
STATUS: PAID
AMOUNT PAID: 224.00

MOUNTAIN CANDY & CIG
LAKE STREET
SOUTH FALLSBURG , NY 1277

SEND CHECK TO: ROU

DESCRIPTION	UNITS	AMOUNT
DISPLAY ASSEMBLY	8.00	224.00

EXPLANATION: DEC DORAL B2G1F 601794 / RT

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